

Message Text

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E.O. 11652: GDS

TAGS:TSPA, ACOM, PINS, PFOR, RO

SUBJECT: SPATARU-DIACONESCU VISIT:VIP AND MOBILE GROUND
COMMUNICATIONS

1. DEPARTMENT (DEPUTY ASSISTANT SECRETARY ARMITAGE, EUR/EE, OES/APT/SEP) DEBRIEFED SPATARU AND DIACONESCU FEBRUARY 2 PRIOR TO THEIR DEPARTURE FOR NYC, WHERE ONLY REMAINING EVENT ON THEIR 25-DAY SCHEDULE IN THE US WAS MEETING WITH PAA REPS. SEPTTEL ADDRESSES ANTI-TERRORIST ASPECTS OF THE VISIT. THIS MESSAGE DESCRIBES SITUATION AS WE UNDERSTAND IT RELATING TO GOR SEARCH FOR A SECURE, WORLD-WIDE COMMUNICATIONS CAPABILITY FOR PRESIDENT CEAUSESCU'S AIRCRAFT AND A COMPLEX GROUND MOBILE COMMUNICATIONS SYSTEM FOR INSTALLATION IN ROMANIA.

2. SPATARU AND DIACONESCU EXPRESSED GREAT SATISFACTION
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WITH ALL ASPECTS OF THEIR TRAVELS HERE. THEY WERE EXTREMELY

PLEASED ALTHOUGH VERY TIRED AFTER THEIR EXHAUSTIVE SCHEDULE, WHICH WOUND UP IN A FLURRY OF WEEKEND MEETINGS IN WASHINGTON. WE ARE AWARE OF NO ADMINISTRATIVE PROBLEMS ARISING DURING THEIR COMPLEX SCHEDULE AND JUDGE THE VISIT TO HAVE BEEN A CONSIDERABLE SUCCESS.

3. VIP AIRCRAFT COMMUNICATIONS: THE ROMANIANS WERE EVIDENTLY GREATLY IMPRESSED BOTH BY THE COMPLEXITIES INVOLVED IN ACQUIRING INSTANTANEOUS, SECURE, WORLD-WIDE COMMUNICATIONS AND WITH THE US EQUIPMENT AND TECHNOLOGY AVAILABLE COMMERCIALY IN THIS FIELD. WHILE SPATARU ASSERTED "WE HAVE NOT YET MADE UP OUR MINDS," ROMANIANS HAVE CLEARLY (IF TENTATIVELY) SELECTED COLLINS RADIO AS THE PRINCIPAL SUPPLIER. SPATARU SAID GOR WILL REQUEST COLLINS TO INCORPORATE CERTAIN "OTHER ELEMENTS" NOT PRODUCED BY COLLINS IN THE SYSTEM. WE UNDERSTAND COLLINS IS AGREEABLE IN PRINCIPLE AT LEAST. SPECIFICS MUST OF COURSE AWAIT FINAL GOR DECISION AND AGREEMENT ON COMMERCIAL TERMS.

4. ONE "PROBLEM" IN WHICH SPATARU REQUESTED FURTHER USG ASSISTANCE IS NEED FOR ACCESS TO CERTAIN COLLINS FACILITIES LOCATED IN CEDAR RAPIDS, IOWA. WE UNDERSTAND (AND WERE ABLE TO TELL SPATARU BEFORE HE LEFT WASHINGTON) THAT THERE SHOULD BE NO DIFFICULTY IN ARRANGING THIS AS PART OF THE OVERALL PACKAGE IF GOR DETERMINES TO ACQUIRE THE COLLINS SYSTEM.

5. ANOTHER "PROBLEM" SPATARU MENTIONED IS ROMANIAN DESIRE TO INCORPORATE IN THE COLLINS PACKAGE CERTAIN EQUIPMENT NOW IN FINAL STAGES OF DEVELOPMENT BY GTE SYLVANIA, A "MARK I VOICE PROCESSING" COMPUTERIZED DEVICE. WHILE APPARENTLY EXTREMELY PROMISING, THIS EQUIPMENT IS NOT YET ON THE COMMERCIAL MARKET AND MAY NOT BE WITHIN THE TIME FRAME ROMANIANS WISH TO EQUIP THEIR AIRCRAFT. ALSO, THE MARK I IS ADVANCED "STATE OF THE ART" AND THERE MAY WELL BE PROBLEMS IN OBTAINING EXPORT LICENSING, ESPECIALLY IN VIEW OF COCOM RESTRICTIONS. WE HAVE TOLD SPATARU THAT SHOULD GOR SEEK A US SYSTEM, AND IF AT THAT TIME THE MARK I IS AVAILABLE COMMERCIALY, WE WOULD GIVE A REQUEST FOR SECRET

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AN EXPORT LICENSE MOST CAREFUL CONSIDERATION. WE CANNOT HOWEVER GUARANTEE MARK I AVAILABILITY. SPATARU SEEMED TO ACCEPT THIS; HE DID NOT INDICATE THAT MARK I AVAILABILITY (WHILE EVIDENTLY VERY DESIRABLE) WOULD BE CRITICAL TO FINAL GOR DECISION.

6.--SEVERAL TIMES DURING PAST FEW WEEKS WE HAVE FOUND IT NECESSARY TO REITERATE TO SPATARU THAT WE CAN NOT OFFER

USE OF USG COMMUNICATIONS FACILITIES AND THAT ALL OF GOR'S NEEDS MUST BE MET THROUGH COMMERCIAL CHANNELS. SPATARU TOLD US JUST BEFORE DEPARTURE THAT HE BELIEVES THE COLLINS COMMERCIAL OFFER (SEE BELOW) CAN SATISFY GOR REQUIREMENTS AND HE DID NOT RAISE ACCESS TO USG FACILITIES AGAIN.

7. ROMANIANS ARE RETURNING WITH INITIAL OFFERS FROM BOTH COLLINS AND E-SYSTEMS, WHICH WILL BE FURTHER EVALUATED IN BUCHAREST. AS SBATARU DESCRIBES HIS REACTION TO THE TWO OFFERS: "COLLINS HAS THE BETTER COMMUNICATIONS PACKAGE, E-SYSTEMS LOOKS BEST IN THE AIRCRAFT MODIFICATION FIELD." THE E-SYSTEMS OFFER IS SIMILAR IN SCOPE TO THE COLLINS' SYSTEM DESCRIBED BELOW.

8. WE UNDERSTAND THAT COLLINS PROPOSED TWO OPTIONS: A MEDIUM PRICED OPTION (\$5.6 MILLION) AND A HIGH COST OPTION (\$10 TO \$12 MILLION). IN ADDITION TO THE EQUIPMENT ON BOARD THE AIRCRAFT, THE SYSTEM WOULD REQUIRE THE CONSTRUCTION OF A 10 KILOWATT HF GROUND STATION IN BUCHAREST AND SEVERAL 3 KILOWATT TRANSCIEVERS AT SELECTED GOR EMBASSIES ACROSS THE WORLD (PERHAPS AS MANY AS 5). THE BUCHAREST STATION COULD COMMUNICATE DIRECTLY WITH THE AIRCRAFT OVER A MINIMUM RADIUS OF 6,000 KILOMETERS AND PERHAPS AS MUCH AS 8,000 KILOMETERS. EMBASSY STATIONS WOULD HAVE A RANGE OF ABOUT 4,000 KILOMETERS. (SPATARU EXPRESSED DOUBT TO US THAT COLLINS SYSTEM IS EFFECTIVE TO 6,000 KILOMETER RADIUS, BUT WE ARE TOLD BY THE EXPERTS THAT IT IS EVEN BETTER.)

9. AS FAR AS VIP AIRCRAFT COMMUNICATIONS ARE CONCERNED, BALL IS NOW IN GOR COURT.

10. GROUND MOBILE COMMUNICATIONS: ROMANIANS ARE NOT SO SECRET

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FAR ALONG IN SELECTION PROCESS AS WITH THE AIRBORNE SYSTEM. SPATARU TOLD US WEST GERMANS AND JAPANESE ARE STILL IN THE PICTURE, BUT EXCEPT FOR COST -- WHICH IS VERY HIGH INDEED -- HE SEEMED TO BE LEANING TOWARD MOTOROLA AS PRIMARY SUPPLIER. MOTOROLA OFFICIALS ARE TO VISIT BUCHAREST SOON.

11. AS WITH THE AIRCRAFT SYSTEM, ROMANIANS FOUND SOME EQUIPMENT AVAILABLE FROM OTHER US SUPPLIERS "VERY INTERESTING," ESPECIALLY CERTAIN ITEMS FROM HARRIS RADIO. LATTER HAS BEEN REQUESTED TO SUPPLY GOR WITH INFORMATION WHICH REQUIRES USG CONCURRENCE BEFORE RELEASE. SPATARU ASKED DEPARTMENT'S ASSISTANCE IN OBTAINING THIS INFORMATION; THIS IS BEING REVIEWED NOW.

12. REGARDING SERVICES OF CONSULTING ENGINEERING FIRMS

(QUEST, PRESEARCH, MECHANICS RESEARCH), SPATARU REMARKED THAT "CONCEPT, OF UTILIZING SUCH SERVICES IS NEW TO THE ROMANIANS BUT WILL BE STUDIED CAREFULLY ON RECEIPT OF THESE FIRMS' WRITTEN PROPOSALS. THESE PROPOSALS AND THOSE

FROM OTHER FIRMS ARE NOW UNDERGOING SECURITY REVIEW AND WE EXPECT TO BE ABLE TO POUCH THEM TO EMBASSY BUCHAREST FOR FORWARDING TO SPATARU WITHIN A FEW DAYS.

13. FOLLOWING INFO ON GROUND SYSTEM DEVELOPED DURING THE VISIT:

-- GOR IS WILLING TO PERMIT AMERICANS COME AND STUDY THE TERRAIN WHERE REPEATER STATIONS WOULD HAVE TO BE INSTALLED.

-- GOR HAS APPARENTLY MADE SOME PROPAGATION STUDIES WHICH THEY ARE WILLING TO TRANSLATE AND FURNISH TO US SUPPLIERS.

-- THE PROGRAM IS ENVISAGED IN THREE STAGES, WITH THE CAPABILITY FOR EXPANSION, AND INCREASED COMPLEXITY. WE UNDERSTAND THAT GOR WANTS TO BEGIN WITH SECURE VOICE COMMUNICATIONS IN ABOUT 100 VEHICLES, TO BE EVENTUALLY INCREASED UP TO 400, OVER TWO FREQUENCIES, TO COVER A ROAD-RAIL NETWORK OF 2000 KILOMETERS WITHIN ROMANIA.

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14. AS WITH THE AIRCRAFT PACKAGE, ONCE SPATARU RECEIVES WRITTEN PROPOSALS FROM VARIOUS FIRMS HERE (INCLUDING HARRIS), NEXT MOVE WILL BE THEIRS.

15. SPATARU SAID FINAL GOR DECISION CANNOT BE EXPECTED QUICKLY, BUT HE SEEMED GENUINELY PLEASED WITH THE CAREFUL SCHEDULING AND CORDIAL RECEPTION BY THE MANY US FIRMS THEY VISITED; GREATLY IMPRESSED WITH US TECHNOLOGY; AND UNCERTAIN WHETHER GOR CAN COME UP WITH THE VERY CONSIDERABLE SUMS NEEDED TO ACQUIRE THE EXTREMELY SOPHISTICATED CAPABILITIES THEY SEEK IN THE GROUND MOBILE SYSTEM. HE INDICATED MUCH MORE CONFIDENCE THAT ANY REMAINING "PROBLEMS" RE THE VIP AIRCRAFT PACKAGE CAN BE RESOLVED. INGERSOLL

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